

Message Text

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DRAFTED BY NSF:MCS:DDAUFENKAMP:JKH
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FM SECSTATE WASHDC
TO AMEMBASSY MOSCOW

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E.O. 11652: N/A

TAGS:TGEN, US, UR

SUBJECT:U.S.-U.S.S.R. S & T AGREEMENT: COMPUTER
APPLICATIONS: DECISION-MAKING (01.010503)
REF: STATE 301336

1. AUFENKAMP REQUESTS THAT FOLLOWING LETTER BE FORWARDED
TO GVISHIANI WITH COPIES TO INASHVILI AND BARABOSHKIN.

2. 01.010503 - JANUARY 4, 1978

DR. DJERMAN GVISHIANI
DEPUTY CHAIRMAN
STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY
11 GORKY STREET
MOSCOW

DEAR DR. GVISHIANI:

JOHN AUSTIN AND I WILL BE VISITING THE USSR FROM JANUARY
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27TH TO FEBRUARY 11TH, 1978 AS PART OF TOPIC 5 OF THE U.S./
U.S.S.R. SCIENCE AND TECHNOLOGY AGREEMENT.

AS INDICATED IN JOHN'S LETTER, THE VISIT WILL FOCUS ON TWO
RELATED PROJECTS: (1) CASE WRITING IN AREAS OF JOINT U.S./

U.S.S.R. ECONOMIC ACTIVITIES; AND (2) JOINT DEVELOPMENT OF

A U.S./U.S.S.R. TRADE SIMULATION/GAME. ALTHOUGH JOHN IS LEADING THE FORMER EFFORT AND I AM LEADING THE LATTER, WE ARE WORKING CLOSELY TOGETHER TO AVOID ANY UNNECESSARY DUPLICATION OF EFFORT.

THE U.S./U.S.S.R. TRADE SIMULATION IS BASED UPON A RECOGNITION THAT THERE IS A NEED TO TRAIN TRADE OFFICIALS IN BOTH COUNTRIES IN A MANNER THAT PROVIDES THEM WITH BOTH THE TECHNIQUES AND THE EXPERIENCES OF FOREIGN TRADE. OUR EXPERIENCE HAS INDICATED THAT THESE SIMULATIONS PROVIDE THE MOST SATISFACTORY APPROACH TO THIS PROBLEM, SINCE THEY PERMIT THE PARTICIPANTS TO OBTAIN GUIDED EXPERIENCE IN A CONCENTRATED PERIOD, AND SINCE THEY PERMIT THE PARTICIPANTS TO MAKE MISTAKES WITHOUT PAYING THE OBVIOUS PENALTIES THAT WOULD HAVE BOTH SCIENTIFIC AND ECONOMIC BENEFITS FOR BOTH COUNTRIES.

AS A MEANS FOR BECOMING MORE FAMILIAR WITH THE EXPERIENCES ASSOCIATED WITH COOPERATIVE PROJECTS, WE HAVE SUGGESTED TO DR. RAMEYEV THAT THESE RELATED PROJECTS FOCUS ON ONE OR MORE OF THE FOLLOWING VENTURES: THE KAMA RIVER TRUCK PLANT, THE INTERNATIONAL TRADE CENTER, THE PEPSI PLANT, THE ARMCO OFFSHORE OIL PLATFORM, THE GE GAS TURBINE PROJECT, OR THE COMPUTER NEGOTIATIONS INVOLVING IBM OR CDC.

IN OUR OPINION, THE SUCCESS OF THESE PROJECTS IS HIGHLY UNCLASSIFIED

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DEPENDENT UPON THE CHOICE OF SPECIFIC VENTURES TO STUDY, THE OPENNESS OF THE DISCUSSIONS THAT TAKE PLACE, AND THE TIMELY AVAILABILITY OF MUTUALLY AGREED UPON DATA. WE ARE THEREFORE REQUESTING YOUR ADVICE AND ASSISTANCE IN FACILITATING THE DISCUSSIONS THAT ARE TO TAKE PLACE DURING THE FORTHCOMING VISIT.

THANK YOU.

SINCERELY,

MYRON URETSKY, DIRECTOR
MANAGEMENT DECISION LABORATORY, NEW YORK UNIVERSITY

CC: MR. INASHVILI
MR. BARABOSHKIN

VANCE

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Disposition Approved on Date:
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